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Laser FOCUS

● 2ND QUARTER 2009

WEB UPDATES

- **Sample Club: Wooden Golf Clock** This clever desk clock makes a perfect anytime-gift. www.epiloglaser.com/sc_golf_clock.htm
- **News: DIY high-speed book scanner takes grand prize in Epilog challenge.** www.epiloglaser.com/news_epilog_challenge_winner.htm
- **News: Epilog Laser official laser engraving sponsor of dark steel robotics** www.epiloglaser.com/news_darksteel.htm
- **New educational clinics listed!** www.epiloglaser.com/educational_clinics.htm

55 year old company Blue Ribbon Trophy/LaserWerks expands capabilities with the addition of a FiberMark system

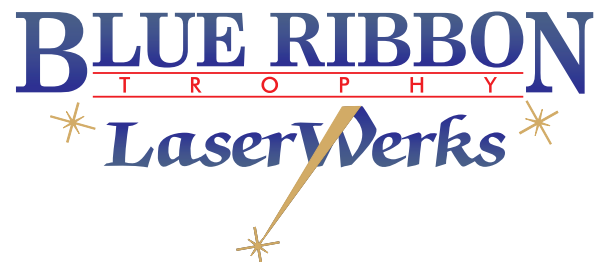
When you've been in business since 1954, like Blue Ribbon Trophy/LaserWerks has, you must be doing something right. For more than five decades the company has been building a loyal customer base in Orange, CA, and the surrounding areas.

One of the first companies to perform laser engraving tasks in-house, Blue Ribbon Trophy/LaserWerks began with a series of large-scale, industrial engraving systems. The company purchased its first computer-controlled laser engraving system in the early 1990s and continues to utilize CO2 laser engraving and cutting technology in their thriving shop. "We purchased our first Epilog Summit in 1993," says Don Leedy, co-owner of Blue Ribbon Trophy/LaserWerks. "We followed it up with an Epilog Express in 1996, a Legend 36EXT in 2007 and finally the FiberMark in 2008."

Until they purchased the FiberMark, Don and his wife and business partner, Susan, utilized the CO2 machines and marking agents for their metal marking needs. "We used the CO2 machines and CerMark primarily for stainless steel and a small number of other metals," Don said. "The process was so inefficient that we didn't do a whole lot of metal marking."

As the demand for metal marking capabilities became more apparent in the awards industry, Don and Susan agreed they needed to incorporate equipment that could meet their customers' needs in a timely and cost-effective manner. "We looked at metal marking machines," Leedy said. "We had wanted one for a long while, but we didn't want one that ran off proprietary software, and we also didn't want to be stuck with the engraving size limitations we saw in many of the traditional galvo-based YAG metal marking systems."

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Since Epilog's FiberMark has an open architecture design, which means it can be used with nearly any Windows®-based software, the Leedy's could continue working with the same programs they'd always used, such as CorelDRAW and Adobe Photoshop – eliminating the need to learn or train others on proprietary design software.

"We've used the FiberMark for many metal items that previously we had to engrave on our standard engraving tables. We don't have to worry about clamping the items down so they don't move. The FiberMark has a large enough table that we can hold many odd shaped metal items," Leedy said. "The FiberMark simply met all of our criteria," Leedy said. "It's allowed us to engrave on virtually any metal and produce amazing detail – even in one or two-point fonts!"

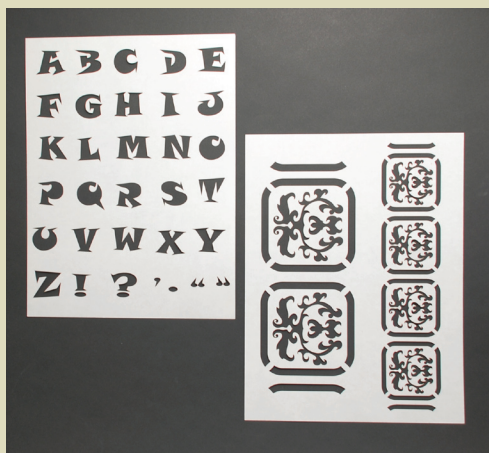
"The FiberMark is used every day," Leedy tells us. "We're engraving everything from award plates, flashlights, flash drives, jewelry (including Rolex watch backs), stainless steel mugs, to control panels. We've recently done large silver serving trays that engraved with incredible results."

Though machine performance was the biggest reason Blue Ribbon Trophy/LaserWerks selected the FiberMark for their metal marking applications, Leedy said their relationship with Epilog, its sales staff and technical support team was also a big factor in their decision to purchase.

"The FiberMark does exactly what we need it to and that's great for our business." Leedy said. "Epilog just produces well-built machines with a great complement of features. Plus, their technical support team is unbeatable, and that's crucial to any laser engraving business."



Sample Club: Laser Cut Stencils



Stencils are a great way to add a personal touch to nearly anything - scrapbook pages, albums, assorted gifts - they can even be used to create a stunning border around your room!

Here we offer two different files - one features letter stencils in a fun and bold font, and the other is a creative and intricate border. The great thing about these designs is that they can be resized for virtually any purpose - make them as big or small as you like!

Materials: Scratch-Art Wax-O Stencil Paper. We purchased ours through Dick Blick Art Materials at dickblick.com

Begin by opening the first file you'd like to cut. Then place the stencil paper in the upper left corner of the machine. After you've determined the proper speed/power/frequency settings for your machine, send the job to the

laser. Repeat these steps for the second file you cut.

TIP: To create perforations between stencils for easier access, simply draw a box or line where you'd like the machine to score and run the selection at very low frequency.

Frequency refers to the number of pulses the laser fires per inch of travel. Very low frequencies will produce a perforation, as opposed to a continuous cut. Remove the cut outs from the paper and you've got a great set of stencils ideal for a variety of purposes!

Stencil Tips:

When using the smaller pattern stencils, we recommend applying the paint with a sponge as opposed to a brush. "Sponging" not only adds great texture to the design, but also ensures extra paint does not leak under the paper.

For online instructions, materials and files visit www.epiloglaser.com/sc_stencils.htm



Laser Clinics Schedule

Atlanta, GA

Jackson & Associates

When: July 24, 25

Location: Marriott Century Center 2000

email: scott@engravingsolutions.com

Boston, MA

Northeast Engravers Supply

Location: Holiday Inn, Woburn, MA

Date: August 21, 22

email: jjjuicetea@aol.com

Orange County-area, CA

Cutting Edge Systems, Inc.

Location: Embassy Suites Santa Ana

Date: September 11, 12

email: info@cuttingedgesystems.com

Minneapolis, MN

Midwest Woodworking Solutions

Location: TBD

Date: September 18, 19

email: info@midwestwoodworkingsolutions.com

Pittsburgh, PA

Class Act Engraving

Location: Double Tree Hotel Pittsburgh Airport

Date: October 23, 24

email: jeff@classact.net

Seattle, WA

Advanced Marking Solutions

Location: TBD

Date: November 6, 7

email: mark@advancedmarkingsolutions.com

Dallas, TX

Engraving Concepts

Location: Wyndham Hotel

Date: November 13, 14

email: sales@engravingconcepts.com

For a full list of clinics and up and coming events visit www.epiloglaser.com/educational_clinics.htm

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Tech Library: Engraving & Cutting Paper with your Epilog system

Paper is fast becoming a popular engraving material. Due to the huge variety of colors, patterns, textures and weights, paper is a versatile material well-suited for various laser engraving and cutting applications. Here we'll discuss common issues in paper engraving and highlight some tips and tricks designed to help you in your next paper engraving/cutting project.

Types of paper

First, it's important to realize that there's an enormous variety of paper available to you – with some practice and experimentation you'll quickly find which papers engrave and cut best, as well as which ones you enjoy working with the most. Generally speaking, heavier papers, such as cardstock, produce the best engraving results because there is more material there to work with.

Card stock (sometimes called cover stock) is a type of paper that is thicker and more durable than normal writing or printing paper, but thinner and more flexible than cardboard or mat board. Card stock is often used for postcards, greeting cards, playing cards, and scrapbooking pages. Cardstock comes in a variety of textures from smooth with a matte finish to very textured with a metallic or glitter finish. In the United States, card stock thickness is usually measured in points or mils. These indicate the thickness of the sheet in thousandths of an inch. For example, a 10 point card is 0.010 inches thick, a 12 point card is 0.012 inches.

For the full story visit us online at www.epiloglaser.com/tl_paper.htm



○ ENGRAVING | ○ CUTTING | ○ MARKING

For more technical articles and sample downloads, visit our web site at www.epiloglaser.com

Epilog Laser Named Editor's Pick at Bay Area Maker Faire!

Epilog recently received an Editor's Choice Award from MAKE Magazine for our exhibit at the Bay Area Maker Faire! "The Maker Faire is an excellent venue for Epilog," said James Stanaway, Epilog's director of marketing. "Makers and attendees all have that innovative and creative mind set – they immediately see the amazing things you can do with a laser."

Bringing in around 75,000 attendees, Maker Faire, now in its fourth year, is the largest do-it-yourself (DIY) festival in the country. Heeding President Obama's call to "begin again the work of remaking America", the theme of Maker Faire 2009 was "Re-Make America". Showcasing individual creativity and grassroots innovation, Maker Faire celebrates what President Obama called "the risk takers, the doers, and the makers of things."

As in years past, Epilog offered custom engravings, which is always a crowd-pleaser. Though lines were long, over 115 attendees waited it out to get their belongings personalized. "Of course we did a lot of cell phones and iPods," Stanaway said, "but we also had some new items like shoes, shirts and purses – people really got creative!"

"We're thrilled to have received an Editor's Choice Award," Stanaway said. "We're very grateful for the continued support of MAKE Magazine and the makers who come up with unique ways to use Epilog's equipment."



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